



North Florida District *LENDER NEWS*

February 2006

Your Small Business Resource

SBA Success Story

SBA's Contractual Assistance Program Contributes to a Central Florida Firm's Success during Economic Downturn

Orlando Florida- Frank J. Mayo is a Young Gulf War Navy Veteran who owns an SBA 8(a) certified Federal Government staffing company based in downtown Orlando. Mr. Mayo has hand-carved a specialized staffing services firm, The Mayo Consulting Group, Inc, which caters to federal healthcare facilities. The U.S. Small Business Administration's 8(a) Program uses access to federal contracts as a development tool for growing businesses.

The Mayo Consulting Group, Inc. was founded in 1997 in the family room of Frank Mayo's home. In April 2001, the company received its 8(a) certification by the U.S. Small Business Administration and in June 2002, Frank moved The Mayo Consulting Group, Inc. into a small office outside of his home. His intentions to carry out the company's business plan were delayed because of the September 11, 2001 terrorist attacks and the downturn in the economic cycle. Frank Mayo successfully overcame this economic obstacle and created a true small business success.

After serving in the Gulf War, Frank Mayo stayed US Navy Reserve. He received notice within a month of opening his new office, that he might be recalled to active duty due to Operation Iraqi Freedom. Even though Mayo did not get called to active duty himself, his business stayed busy due to the overwhelming demand for military and civilian personnel and contractors needed to support the war on terrorism and provide for Homeland Security.

The Mayo Consulting Group immediately began filling medical and executive positions vacated by deployed active duty personnel. The firm found a niche as they saw a considerable increase in medical, technical and security placements in the Department of Defense facilities. Due to the significant increase in long-term government contracts for medical and executive positions, the Mayo Consulting Group doubled its sales in 2003 and 2004 with 68% of its annual revenues earned in calendar year 2004 coming from contractual assistance provided through the 8(a) Business Development Program.

Frank Mayo feels as if he were called back to active duty and fulfilled his military service by providing contract personnel to deliver mission-critical services to the Nation. Mayo describes this service as a "true honor".

The growth the Mayo Consulting Group experienced in 2003 and 2004 was an amazing feat. The small company survived the economic downturn after of 9/11, the final closing of the Orlando Naval Base and the Naval Reserve Center, and three hurricanes that directly affected East Central Florida. The Mayo Consulting Group experienced a significant increase in government contracts through all of these difficult times.

Amidst the three hurricanes in the fall of 2004, the Mayo Consulting Group's government contracting portfolio increased by an additional 50 percent because of additional contracts with the Air Force. "It was not easy," claims Frank Mayo describing how the office operated without power or telecommunications for a total of 25 days between August and September. These weeks are a critical time for Federal Government Contractors whose fiscal year begins October 1st.

Frank Mayo finds his work to be fascinating and truly rewarding; especially being able to daily utilize his skills as a previously trained military veteran.

Mayo Consulting began its eighth year of operations in June 2005. The SBA 8(a) Business Development Program has propelled this small firm into a true Central Florida small business success through government contracting.

The purpose of the SBA's 8(a) Business Development program is to assist eligible small disadvantaged businesses in competing in the American economy through business development. You may learn more about the 8(a) Business Development Program by visiting www.sba.gov/8abd/.

Frank Mayo and the Mayo Consulting Group, Inc. may be contacted at (407)445-2222 or www.mayoconsulting.biz.

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North Florida Loan Reports

Top Ten 7(a) Lenders by Number of Loans Made for FY 2006 As of January 31, 2006

Lender Name	Number of Loans	Dollar Amount
BANK OF AMERICA, NATIONAL ASSOCIATION	130	\$3,848,700.00
BANCO POPULAR NORTH AMERICA	51	\$14,221,700.00
CAPITAL ONE, FEDERAL SAVINGS BANK	38	\$1,495,000.00
BUSINESS LOAN CENTER, LLC	22	\$1,851,500.00
INNOVATIVE BANK	20	\$180,000.00
CIT SMALL BUSINESS LENDING CORPORATION	14	\$8,706,100.00
FIRST COAST COMMUNITY BANK	14	\$1,857,600.00
SUNTRUST BANK	13	\$440,700.00
COMPASS BANK	11	\$866,500.00
WACHOVIA SBA LENDING, INC.	9	\$7,932,600.00

504 Lenders by Number of Loans Made for FY 2006 As of January 31, 2006

Lender	Number of Loans	Dollars
FLORIDA FIRST CAPITAL FINANCE CORPORATION, INC.	34	\$20,777,000.00
FLORIDA BUSINESS DEVELOPMENT CORPORATION	33	\$14,053,000.00
JACKSONVILLE ECONOMIC DEVELOPMENT COMPANY, INC.	5	\$3,539,000.00
GULFCOAST BUSINESS FINANCE, INC.	4	\$3,036,000.00
BUSINESS DEVELOPMENT CORPORATION OF NORTHEAST FLORIDA, INC.	2	\$1,213,000.00
SOUTHWEST FLORIDA REGIONAL DEVELOPMENT CORPORATION	1	\$1,084,000.00
TOTAL:	79	\$43,702,000.00

North Florida District Office
Loan Activity by County for FY 2006
As of January 31, 2006

County	Number of Loans	Dollar Amount
ALACHUA	17	\$6,809,800.00
BAY	8	\$2,555,900.00
CITRUS	8	\$524,400.00
CLAY	16	\$2,499,900.00
COLUMBIA	4	\$1,488,000.00
DIXIE	1	\$15,000.00
DUVAL	94	\$18,188,200.00
ESCAMBIA	5	\$1,465,600.00
FLAGLER	9	\$931,000.00
GADSDEN	4	\$1,467,000.00
GILCHRIST	1	\$50,000.00
GULF	2	\$65,000.00
HERNANDO	10	\$3,680,000.00
JEFFERSON	2	\$130,000.00
LAKE	12	\$2,561,300.00
LEON	12	\$3,244,800.00
LEVY	2	\$20,000.00
LIBERTY	1	\$1,059,000.00
MARION	16	\$4,570,500.00
NASSAU	10	\$1,008,100.00
OKALOOSA	6	\$3,073,000.00
ORANGE	121	\$29,501,400.00
PUTNAM	4	\$370,000.00
SANTA ROSA	6	\$1,709,150.00
SEMINOLE	65	\$20,165,000.00
ST. JOHNS	24	\$2,581,500.00
SUMTER	1	\$1,181,000.00
SUWANNEE	3	\$1,006,000.00
TAYLOR	1	\$15,000.00
UNION	1	\$20,000.00
VOLUSIA	29	\$4,547,700.00
WALTON	3	\$1,863,000.00
TOTAL	498	\$118,366,250.00